## BEAVER COUNTY RETIREMENT SYSTEM



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➤ "The Dividend Dearth: Still Too Stingy" - <u>Barron's/May 21, 2007</u>





#### **CIM INVESTMENT MANAGEMENT, INC.**

Investment Building, 239 Fourth Ave., Suite 1302, Pittsburgh, PA 15222

| Beaver County Retirement System |
|---------------------------------|
| County Courthouse               |
| 810 Third Street                |
| Beaver, PA 15009                |

July 25, 2007

Dear Members of the Board:

The American economy accelerated following a slow first quarter. Worries about the housing market were not enough to hold back stocks in the second quarter. The bond market declined as expectations for lower interest rates diminished.

The S & P 500 Index returned +6.28% for the second quarter and is +6.96% for the year-to-date. The Lehman Aggregate Bond Index had a return of -0.52% for the quarter and is +0.98% thus far in 2007.

Our client returns are still in line with their indices at the midway point 2007. We have been positioned for a more volatile market for some time and expect to hold up well should risk increase later in the year.

Yours very truly,

CIM INVESTMENT MANAGEMENT, INC.

Andrew C. Fisher President

Sarah E. R. Wilson First Vice President

#### Coming or Going? - March 31, 2007 to June 30, 2007

It was not long ago that the financial press was trumpeting news of the decline of the housing market and the ravages of sub-prime mortgages. The thinking then was that economic growth would falter and force the Fed's hand to lower short

term interest rates. The problems are still there; witness the failure of two Bear Stearns hedge funds holding \$800 MM worth of sub prime mortgages. But interest rates rose in the second quarter because economic reports pointed to a strong labor market and accelerating earnings. Importantly, inflation showed no signs of backing off. U.S. equity markets continued to perform well, with the S & P 500 +6.28% for the quarter. The Dow Jones Industrials were +0.12% and the NASD.

| Index Returns         |                                |                             |  |  |  |
|-----------------------|--------------------------------|-----------------------------|--|--|--|
|                       | <b>Quarter</b> 3/31/07-6/30/07 | One-Year<br>6/30/06-6/30/07 |  |  |  |
| S&P 500               | 6.28%                          | 20.59%                      |  |  |  |
| S&P MidCap 400        | 5.84                           | 18.51                       |  |  |  |
| Russell 2000          | 4.41                           | 16.42                       |  |  |  |
| S&P 600 Smallcap      | 5.18                           | 16.05                       |  |  |  |
| Dow Jones Industrials | 9.12                           | 23.05                       |  |  |  |
| NASDAQ                | 7.50                           | 19.85                       |  |  |  |
| MSCI EAFE             | 6.67                           | 27.53                       |  |  |  |
| Lehman Aggregate      | (0.52)                         | 6.12                        |  |  |  |
| Lehman Gov./Credit    | (0.49)                         | 6.00                        |  |  |  |

Industrials were +9.12% and the NASDAQ was +7.50%.

For now, the Federal Reserve Board seems unlikely to cut interest rates until well into 2008. The Fed wants to demonstrate that it is going to keep rates high enough to stem the rate of inflation. Until the rate of unemployment increases, monetary policy will probably not change. Fiscal policy is expected to be easier on the spending side but tighter on taxes. The tax cuts in place are expected to expire as scheduled in 2010. Congress is debating higher tax rates on private equity firms as well.

The fixed income markets posted negative returns for the second quarter. Interest rates increased enough to offset the income generated from coupons. The Lehman Aggregate and Intermediate Aggregate bond indices returned -0.52% and -0.35%, respectively. The Lehman Government/Credit and Government/Credit Intermediate indices, which do not include

mortgage pass through securities, were -0.48% and -0.14%, respectively. The Treasury yield curve steepened to a more normal, upwardly sloping, shape. The yield differential between the Treasury 2-year note and the 30-year bond rose

from only 2 basis points at the beginning of the quarter to 26 basis points by June 30<sup>th</sup>.

The stock market forged ahead, driven by mergers and stock buybacks. Alcoa made a hostile bid for its Canadian counterpart, Alcan. Private equity firms have been involved in corporate takeovers, with the most notable being student loan giant Sallie Mae (SLM). Other leveraged buyouts in the past 13 months; Texas Utilities,

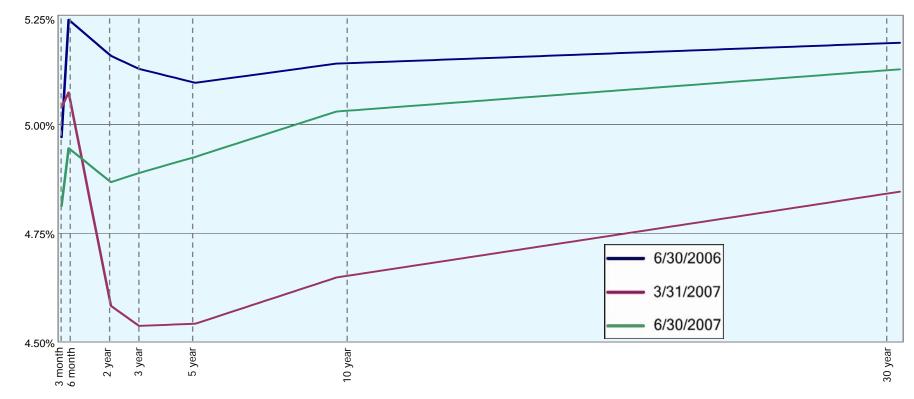
Equity Office Properties, HCA, Kinder Morgan, Harrah's, Alltel, First Data and Clear Channel. These and other transactions have spawned increased demand for protective language in bond covenants to shield creditors from sudden changes in credit quality. Bondholders are often left in the lurch when companies are acquired. Increased debt causes deteriorating balance sheets and, ultimately, lowers credit quality.

The brief but dramatic upswing in longer rates we saw in the second quarter showed how quickly the threat of higher interest rates can affect market volatility. Were this to take place over a more prolonged period, the chain reaction would eventually increase unemployment and force a Fed easing. In the meantime, rates rallied at the end of June and calmed investors. Market economists, at present, are pegging the timing of a Fed ease for mid-year 2008.

By Nathan Sax, CFA, Director of Fixed Income



# U.S. Treasury Yield Curve Second Quarter 2007



|         | 6/30/2006 | 3/31/2007 | 6/30/2007 | Quarterly<br><u>Change</u> | Annual<br><u>Change</u> |
|---------|-----------|-----------|-----------|----------------------------|-------------------------|
| 3 Month | 4.99%     | 5.04%     | 4.81%     | (0.23%)                    | (0.17%)                 |
| 6 Month | 5.24      | 5.07      | 4.95      | (0.13)                     | (0.30)                  |
| 2 Year  | 5.16      | 4.58      | 4.87      | 0.28                       | (0.29)                  |
| 3 Year  | 5.13      | 4.54      | 4.89      | 0.35                       | (0.24)                  |
| 5 Year  | 5.10      | 4.54      | 4.93      | 0.38                       | (0.17)                  |
| 10 Year | 5.14      | 4.65      | 5.03      | 0.38                       | (0.11)                  |
| 30 Year | 5.19      | 4.85      | 5.13      | 0.28                       | (0.06)                  |



## **ECONOMIC MATRIX**

|                      | Comments  | Market Impact  |   |
|----------------------|---|--|---|
| ECONOMIC<br>GROWTH   | First quarter GDP was revised to 0.7% from the previously reported 1.3% annual rate. Estimates for second quarter growth have been revised up to approximately 3.0%.                            | S & P company earnings grew at an annual rate of approximately 10% in the first quarter. Estimates had been for growth of less than half that pace.  | Bullish for stocks<br>Bearish for bonds |
| INFLATION            | Investors are concerned about inflation. Expectations for lower prices have been delayed. The Fed is not expected to lower rates until well into 2008.  | The yield on the Treasury 10-year note rose from 4.65% to 5.02% during the second quarter. The higher interest rates failed to hold back equity returns.                                       | Bearish for stocks<br>Bearish for bonds |
| MONETARY<br>POLICY   | Monetary policy is now widely viewed as being on hold for the foreseeable future. Expectations for rate cuts in 2007 have all but vanished.   | Stocks and bonds both stood to benefit from a shift in Fed policy in favor of lower rates. The factors preventing such a change are a vibrant economy and limited, but steady, inflation.      | Bearish for stocks<br>Bearish for bonds |
| FISCAL<br>POLICY     | The conventional wisdom is that the tax cuts will be allowed to expire in 2010. The Alternative Minimum Tax will broaden unless modified by Congress.   | Tighter fiscal policy would counter an easier Fed policy, should the economy falter. There is limited room to increase federal spending but taxes are expected to go higher.                   | Bearish for stocks<br>Bullish for bonds |
| FOREIGN<br>EXCHANGE  | Following talks with the U.S., China reiterated its opposition to changes in its foreign exchange and trade policies. Political pressures to protect U.S. jobs are behind much of the rhetoric. | The U.S. Treasury is sensitive to Chinese investment in our Government bonds. The Chinese invest their very large dollar reserves in our capital markets, helping to keep interest rates down. | Bearish for stocks<br>Bearish for bonds |
| TECHNICAL<br>FACTORS | The 10-year Treasury note broke through support levels on its way to 5.30% before settling down to end the quarter at 5.02%.  | Going into the third quarter, bonds have found a new support level at 5.30%.   | Bearish for stocks<br>Bearish for bonds |



**Summary:** Speculation that the economy would slow based on weakness in the housing market was pushed into the background. Strength in employment, prices and investment banking caused a run up in interest rates. The Federal Funds rate is still on hold at 5 ¼% and expected to remain there until sometime in 2008.

## **CURRENCY RATES**

#### KEY CROSS CURRENCY RATES

|     | ****** | $  \bigcirc  $ | •      |        | +      | *      | XK.    | <b>X</b> ₹.: | *       |         | +       |
|-----|--------|----------------|--------|--------|--------|--------|--------|--------------|---------|---------|---------|
|     | USD    | EUR            | JPY    | GBP    | CHF    | CAD    | AUD    | NZD          | HKD     | NOK     | SEK     |
| SEK | 6.7488 | 9.1936         | 5.4694 | 13.598 | 5.5477 | 6.4321 | 5.8046 | 5.2674       | .86347  | 1.1596  |         |
| NOK | 5.8200 | 7.9282         | 4.7166 | 11.727 | 4.7842 | 5.5469 | 5.0057 | 4.5425       | .74463  |         | .86237  |
| HKD | 7.8159 | 10.647         | 6.3342 | 15.748 | 6.4249 | 7.4492 | 6.7225 | 6.1003       |         | 1.3429  | 1.1581  |
| NZD | 1.2812 | 1.7454         | 1.0383 | 2.5816 | 1.0532 | 1.2211 | 1.1020 |              | . 16393 | .22014  | . 18985 |
| AUD | 1.1627 | 1.5838         | .94224 | 2.3426 | .95574 | 1.1081 |        | .90745       | . 14876 | . 19977 | . 17228 |
| CAD | 1.0492 | 1.4293         | .85032 | 2.1141 | .86250 |        | .90244 | .81893       | . 13424 | . 18028 | . 15547 |
| CHF | 1.2165 | 1.6572         | .98588 | 2.4511 |        | 1.1594 | 1.0463 | .94948       | . 15564 | .20902  | . 18025 |
| GBP | .49630 | .67609         | .40221 |        | .40798 | .47302 | .42687 | .38736       | .06350  | .08528  | .07354  |
| JPY | 123.39 | 168.09         |        | 248.62 | 101.43 | 117.60 | 106.13 | 96.308       | 15.787  | 21.202  | 18.284  |
| EUR | .73408 |                | .59491 | 1.4791 | .60344 | .69964 | .63138 | .57295       | .09392  | . 12613 | .10877  |
| USD |        | 1.3623         | .81042 | 2.0149 | .82203 | .95308 | .86010 | .78050       | . 12794 | . 17182 | . 14817 |

BLOOMBERG Composite

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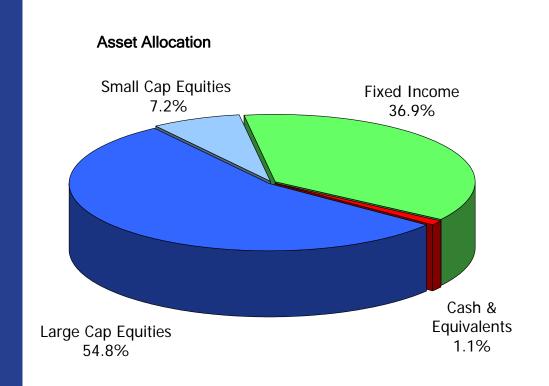
The highlighted blue box indicates the value of one (\$1) U.S. dollar vs. the Euro, the Yen and the Pound.

The U.S. dollar has been at historic lows against the Euro. The greenback has declined five of the past six years. The exchange rate makes it easier to export cheaper American goods.



# PERFORMANCE SUMMARY

# Beaver County Retirement System as of June 30, 2007



| PORTFOLIO VALUE ON 3/31/07\$78,564,543.09     |
|---|
| <b>CONTRIBUTIONS</b>                          |
| <b>WITHDRAWALS</b> (1,157,758.90)             |
| <b>REALIZED GAINS</b>                         |
| <b>Unrealized Gains</b>                       |
| Interest                                      |
| <b>DIVIDENDS</b>                              |
| <b>CHANGE IN ACCRUED INTEREST</b> (29,400.83) |
| PORTFOLIO VALUE ON 6/30/07\$80,733,767.27     |

| TOTAL INVES | rment Gain                              |  |
|-------------|---|--|
| FOR TH      | <b>TRAILING 3 MONTHS</b> \$2,493,425.57 |  |

Total Return

Ending Balance

| Second Quarter 2007 (3/31/07 to 6/30/07) | 78,564,543.09 | 80,733,767.27 | 3.11%   |
|--|---------------|---------------|---------|
| Year to Date (12/31/06 to 6/30/07)       | 79,733,654.81 | 80,733,767.27 | 4.05%   |
| Inception to Date (12/26/95 to 6/30/07)  | 29,690,332.35 | 80,733,767.27 | 158.18% |

Beginning Balance



## **CUMULATIVE PERFORMANCE**

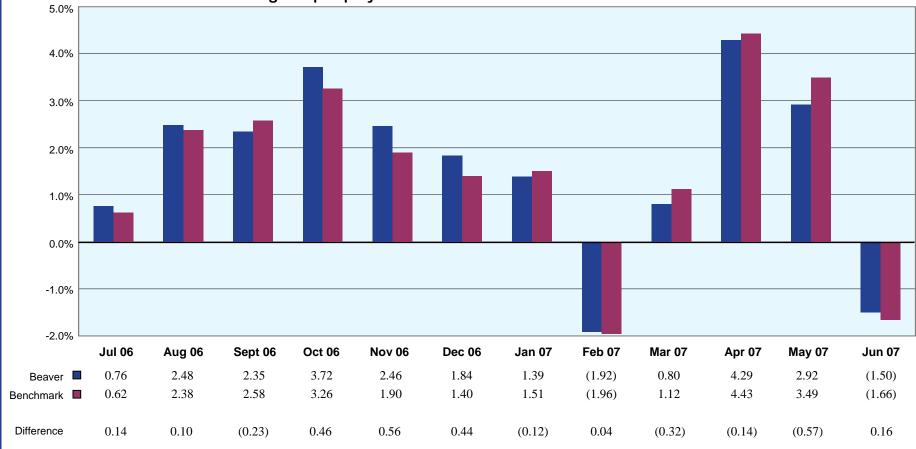
#### 1 Year Cumulative Performance – 6/30/06 to 6/30/07





### **Portfolio Performance Compared to Benchmark**



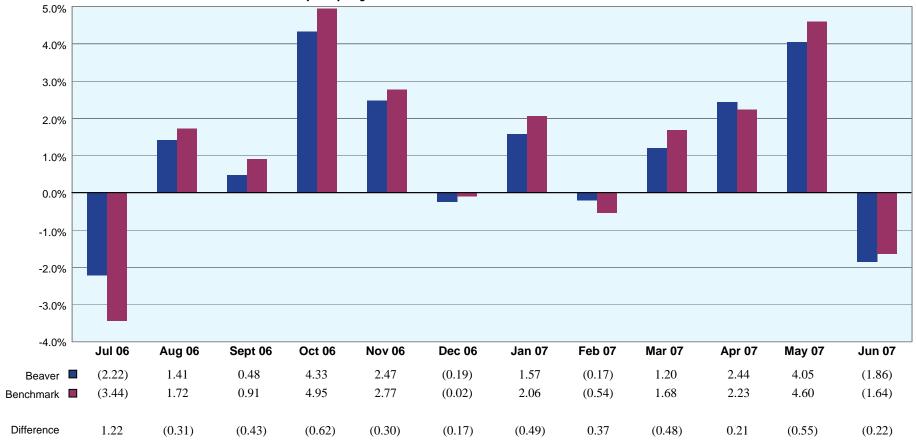


|  | <u>Beaver</u> | Standard & Poor's<br><u>500_Index</u> |
|--|---------------|---------------------------------------|
| Second Quarter 2007 (3/31/07 to 6/30/07) | 5.72%         | 6.28%                                 |
| Year to Date (12/31/06 to 6/30/07)       | 5.98%         | 6.96%                                 |
| Trailing 12 Months (6/30/06 to 6/30/07)  | 21.22%        | 20.59%                                |



### **Portfolio Performance Compared to Benchmark**



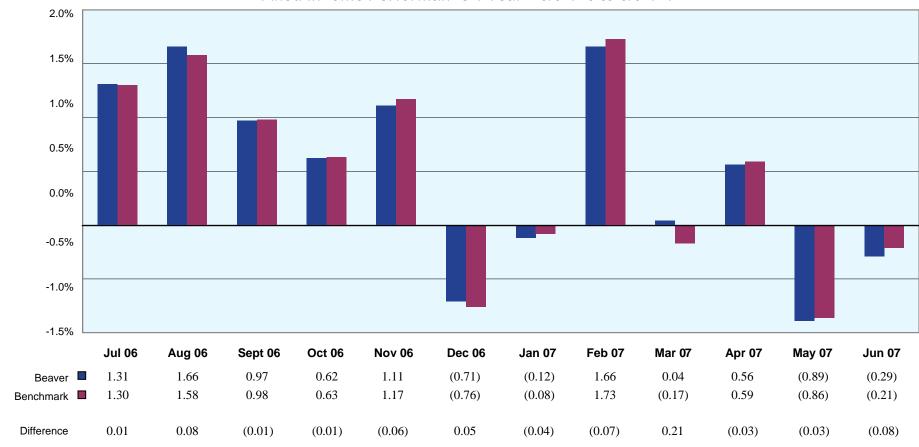


|  | <u>Beaver</u> | Standard & Poor's<br><u>600 Index</u> |
|--|---------------|---------------------------------------|
| Second Quarter 2007 (3/31/07 to 6/30/07) | 4.60%         | 5.19%                                 |
| Year to Date (12/31/06 to 6/30/07)       | 7.34%         | 8.56%                                 |
| Trailing 12 Months (6/30/06 to 6/30/07)  | 14.12%        | 16.04%                                |



### **Portfolio Performance Compared to Benchmark**

Fixed Income Performance 1 Year - 6/30/06 to 6/30/07



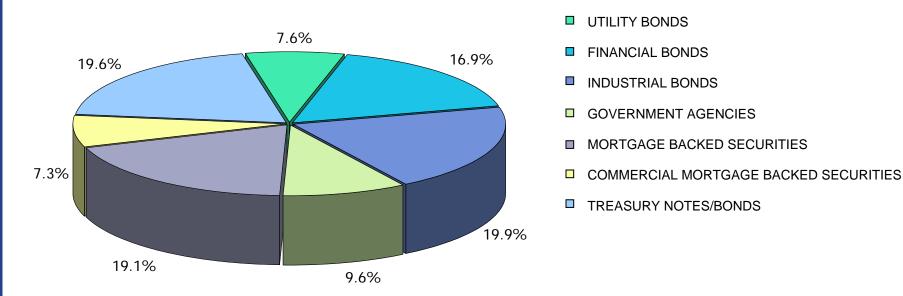
|  | <u>Beaver</u> | Lehman Bros.<br><u>Government/Credit Index</u> |
|--|---------------|--|
| Second Quarter 2007 (3/31/07 to 6/30/07) | (0.63%)       | (0.49%)  |
| Year to Date (12/31/06 to 6/30/07)       | 0.94%         | 0.97%  |
| Trailing 12 Months (6/30/06 to 6/30/07)  | 6.03%         | 6.00%  |



## PORTFOLIO STATISTICS

# Beaver County Retirement System – Fixed Income Account as of June 30, 2007

#### **Asset Allocation**



| Statistical Characteristics |          |          |  |  |  |  |  |  |
|-----------------------------|----------|----------|--|--|--|--|--|--|
| <u>Beaver</u> <u>LBGC</u>   |          |          |  |  |  |  |  |  |
| Coupon                      | 5.49%    | 5.39%    |  |  |  |  |  |  |
| Yield to Maturity           | 5.50%    | 5.44%    |  |  |  |  |  |  |
| Modified Adjusted Duration  | 5.06 yrs | 5.10 yrs |  |  |  |  |  |  |
| Average Price               | \$99.32  | \$100.66 |  |  |  |  |  |  |
| Average Credit Quality      | Aa3      | Aa2      |  |  |  |  |  |  |

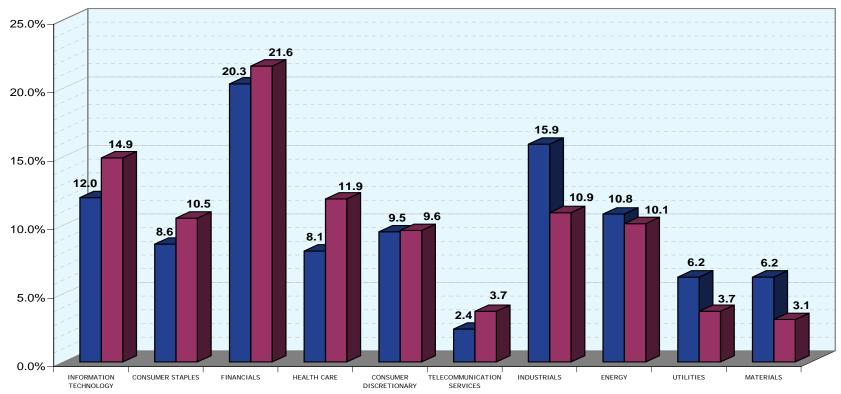
| Sector Allocation                     |               |             |  |  |  |  |
|---------------------------------------|---------------|-------------|--|--|--|--|
|                                       | <u>Beaver</u> | <u>LBGC</u> |  |  |  |  |
| Utility Bonds                         | 7.6%          | 3.3%        |  |  |  |  |
| Financial Bonds                       | 16.9%         | 14.1%       |  |  |  |  |
| Industrial Bonds                      | 19.9%         | 16.0%       |  |  |  |  |
| Government Agencies                   | 9.6%          | 19.3%       |  |  |  |  |
| Non-Corporate                         | 0.0%          | 6.1%        |  |  |  |  |
| Mortgage Backed Securities            | 19.1%         | 0.0%        |  |  |  |  |
| Commercial Mortgage Backed Securities | 7.3%          | 0.0%        |  |  |  |  |
| Treasury Notes/Bonds                  | 19.6%         | 41.2%       |  |  |  |  |



## PORTFOLIO STATISTICS

# Beaver County Retirement System – Large Cap Portfolio Industry Sector Diversification

as of June 30, 2007



| ■ Beaver Large Cap Equity Portfolio | ■ Standard & Poor's 500 Index |
|-------------------------------------|-------------------------------|
|-------------------------------------|-------------------------------|

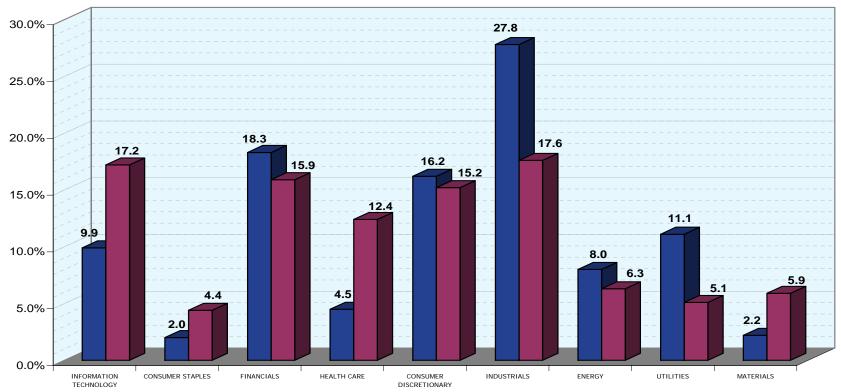
| Top Ten Equity Holdings |            |                          |            |  |  |  |
|-------------------------|------------|--------------------------|------------|--|--|--|
|                         | percentage |                          | percentage |  |  |  |
| 1. Exxon Mobil Corp.    | 3.4        | 6. Torchmark Corp.       | 1.5        |  |  |  |
| 2. General Electric Co. | 3.0        | 7. Pfizer, Inc.          | 1.4        |  |  |  |
| 3. Microsoft Corp.      | 1.9        | 8. Bank of America Corp. | 1.4        |  |  |  |
| 4. Citigroup - New      | 1.7        | 9. Cisco Systems, Inc.   | 1.4        |  |  |  |
| 5. AT&T                 | 1.7        | 10. Intel Corporation    | 1.3        |  |  |  |



## PORTFOLIO STATISTICS

# Beaver County Retirement System – Small Cap Portfolio Industry Sector Diversification

as of June 30, 2007



■ Beaver Small Cap Equity Portfolio ■ Standard & Poor's 600 Index

| Top Ten Equity Holdings   |            |                                       |            |  |  |  |
|---------------------------|------------|---------------------------------------|------------|--|--|--|
| _                         | percentage |                                       | percentage |  |  |  |
| 1. IDEX Corp.             | 1.9        | <ol><li>Baldor Electric Co.</li></ol> | 1.6        |  |  |  |
| 2. United Stationers Inc. | 1.8        | 7. Varian Semiconductor               | 1.5        |  |  |  |
| 3. Northwest Nat. Gas     | 1.7        | 8. MAF Bancorp Inc.                   | 1.5        |  |  |  |
| 4. Manitowoc Comp Inc.    | 1.7        | 9. Southern Union Co.                 | 1.5        |  |  |  |
| 5. Atmos Energy Corp.     | 1.7        | 10. URS Corp.                         | 1.5        |  |  |  |



## BEAVER COUNTY RETIREMENT SYSTEM PORTFOLIO APPRAISAL

| Quantity        | Security              | Unit<br>Cost | Total<br>Cost | Price  | Market<br>Value | Pct.<br>Assets | Annual<br>Income | Cur.<br>Yield |
|-----------------|-----------------------|--------------|---------------|--------|-----------------|----------------|------------------|---------------|
| COMMON STOC     |                       |              |               |        |                 |                |                  |               |
| INFORMATION TEC |                       |              |               |        |                 |                |                  |               |
| 2,990           | Apple Computer        | 94.18        | 281,598.20    | 122.04 | 364,899.60      | 0.5            | 0.00             | 0.0           |
| 2,665           | Benchmark Electronics | 21.37        | 56,957.40     | 22.62  | 60,282.30       | 0.1            | 0.00             | 0.0           |
| 1,415           | Black Box Corporation | 49.09        | 69,466.66     | 41.38  | 58,552.70       | 0.1            | 84.90            | 0.1           |
| 4,265           | Brooks Automation Inc | 12.14        | 51,775.39     | 18.15  | 77,409.75       | 0.1            | 0.00             | 0.0           |
| 1,045           | Cerner Corp.          | 49.28        | 51,497.60     | 55.47  | 57,966.15       | 0.1            | 0.00             | 0.0           |
| 21,735          | Cisco Systems, Inc.   | 13.69        | 297,498.38    | 27.85  | 605,319.75      | 0.7            | 0.00             | 0.0           |
| 1,145           | Cymer Inc.            | 24.90        | 28,515.90     | 40.20  | 46,029.00       | 0.1            | 0.00             | 0.0           |
| 5,005           | Exar Corp             | 13.15        | 65,838.35     | 13.40  | 67,067.00       | 0.1            | 0.00             | 0.0           |
| 765             | Google Inc CI-B       | 406.58       | 311,030.00    | 522.70 | 399,865.58      | 0.5            | 0.00             | 0.0           |
| 10,015          | Hewlett Packard Co.   | 18.40        | 184,287.98    | 44.62  | 446,869.30      | 0.6            | 3,204.80         | 0.7           |
| 5,420           | Int'l Bus Machines    | 62.17        | 336,976.60    | 105.25 | 570,455.00      | 0.7            | 6,504.00         | 1.1           |
| 24,925          | Intel Corporation     | 19.28        | 480,554.00    | 23.74  | 591,717.01      | 0.7            | 1,994.00         | 0.3           |
| 1,520           | Investment Tech Grp.  | 43.47        | 66,072.10     | 43.33  | 65,861.60       | 0.1            | 0.00             | 0.0           |
| 2,345           | Microsemi Corp.       | 21.36        | 50,089.20     | 23.95  | 56,162.75       | 0.1            | 0.00             | 0.0           |
| 28,220          | Microsoft Corporation | 25.38        | 716,219.54    | 29.47  | 831,643.40      | 1.0            | 11,288.00        | 1.4           |
| 8,520           | Molex Inc.            | 28.61        | 243,718.06    | 30.01  | 255,685.20      | 0.3            | 2,556.00         | 1.0           |
| 15,990          | Oracle Systems Corp.  | 14.30        | 228,680.07    | 19.71  | 315,162.90      | 0.4            | 0.00             | 0.0           |
| 6,290           | Qualcomm Inc.         | 35.88        | 225,712.12    | 43.39  | 272,923.10      | 0.3            | 3,019.20         | 1.1           |
| 15,470          | Teradyne, Inc.        | 16.78        | 259,515.44    | 17.58  | 271,962.60      | 0.3            | 464.10           | 0.2           |
| 9,770           | Texas Instruments     | 25.53        | 249,398.80    | 37.63  | 367,645.10      | 0.5            | 1,563.20         | 0.4           |
| 2,235           | Varian Semiconductor  | 12.75        | 28,506.56     | 40.06  | 89,534.10       | 0.1            | 0.00             | 0.0           |
|                 |                       |              | 4,283,908.37  | -      | 5,873,013.88    | 7.3            | 30,678.20        | 0.5           |
| CONSUMER STAPL  | ES                    |              |               |        |                 |                |                  |               |
| 8,190           | Altria Group Inc.     | 35.10        | 287,497.75    | 70.14  | 574,446.60      | 0.7            | 28,173.60        | 4.9           |
| 20,060          | Autonation Inc.       | 20.41        | 409,485.80    | 22.44  | 450,146.40      | 0.6            | 0.00             | 0.0           |
| 4,250           | Brown-Forman Corp.    | 66.24        | 281,520.00    | 73.08  | 310,590.00      | 0.4            | 5,610.00         | 1.8           |
| 6,825           | Campbell Soup Co.     | 36.97        | 252,329.04    | 38.81  | 264,878.25      | 0.3            | 5,460.00         | 2.1           |
| 5,205           | Heinz (H.J.) Co.      | 47.11        | 245,207.55    | 47.47  | 247,081.35      | 0.3            | 7,287.00         | 2.9           |
| 5,035           | Kellogg Company       | 48.82        | 245,819.69    | 51.79  | 260,762.65      | 0.3            | 5,860.74         | 2.2           |
| 4,446           | Kraft Foods Inc.      | 12.39        | 55,068.77     | 35.25  | 156,721.50      | 0.2            | 1,111.50         | 0.7           |
| 9,855           | Pepsi Bottling Gp.    | 32.20        | 317,331.00    | 33.68  | 331,916.40      | 0.4            | 1,084.05         | 0.3           |
| 4,710           | Pepsico Inc.          | 39.01        | 183,742.40    | 64.85  | 305,443.50      | 0.4            | 5,652.00         | 1.9           |
| 8,960           | Procter & Gamble      | 51.91        | 465,151.34    | 61.19  | 548,262.40      | 0.7            | 12,544.00        | 2.3           |
| 745             | Texas Industries Inc. | 68.48        | 51,017.60     | 78.41  | 58,415.45       | 0.7            | 55.87            | 0.1           |
| 743             | Toxas maustros mo.    | 00.70        | 31,017.00     | 70.71  | 55,715.75       | 0.1            | 33.07            | 0.1           |



| Quantity   | Security                 | Unit<br>Cost | Total<br>Cost | Price  | Market<br>Value | Pct.<br>Assets | Annual<br>Income | Cur.<br><u>Yield</u> |
|------------|--------------------------|--------------|---------------|--------|-----------------|----------------|------------------|----------------------|
| 1,125      | Tractor Supply Co.       | 55.25        | 62,159.90     | 52.05  | 58,556.25       | 0.1            | 0.00             | 0.0                  |
| 7,240      | Wal-Mart Stores          | 49.57        | 358,896.25    | 48.11  | 348,316.40      | 0.4            | 2,027.20         | 0.6                  |
| ,          |                          | -            | 3,215,227.09  |        | 3,915,537.15    | 4.8            | 74,865.96        | 1.9                  |
| FINANCIALS |                          |              |               |        |                 |                |                  |                      |
| 8,381      | American Int'l Grp, Inc. | 51.24        | 429,405.87    | 70.03  | 586,921.43      | 0.7            | 5,531.46         | 0.9                  |
| 4,590      | Apt Invt & Mgmt Co-A     | 58.94        | 270,534.60    | 50.42  | 231,427.80      | 0.3            | 11,016.00        | 4.8                  |
| 12,543     | Bank of America Corp.    | 30.40        | 381,326.13    | 48.89  | 613,227.27      | 0.8            | 28,096.32        | 4.6                  |
| 1,490      | Bear Stearns Cos         | 150.04       | 223,559.60    | 140.00 | 208,600.00      | 0.3            | 253.30           | 0.1                  |
| 1,915      | Chittenden Corp.         | 26.95        | 51,608.29     | 34.95  | 66,929.25       | 0.1            | 1,532.00         | 2.3                  |
| 13,130     | Cincinnati Financial     | 41.94        | 550,636.10    | 43.40  | 569,842.00      | 0.7            | 11,029.20        | 1.9                  |
| 14,750     | Citigroup - New          | 34.28        | 505,605.00    | 51.29  | 756,527.53      | 0.9            | 8,260.00         | 1.1                  |
| 1,757      | Delphi Fin Gp-A          | 34.64        | 60,853.93     | 41.82  | 73,477.74       | 0.1            | 562.24           | 0.8                  |
| 4,395      | Dime Comm. Banc.         | 15.16        | 66,628.20     | 13.19  | 57,970.05       | 0.1            | 0.00             | 0.0                  |
| 6,575      | Equifax Inc.             | 32.14        | 211,291.57    | 44.42  | 292,061.50      | 0.4            | 0.00             | 0.0                  |
| 8,375      | Federated Inv - CI B     | 31.61        | 264,764.18    | 38.33  | 321,013.75      | 0.4            | 6,030.00         | 1.9                  |
| 2,570      | Financial Fed. Corp.     | 27.82        | 71,505.88     | 29.82  | 76,637.40       | 0.1            | 257.00           | 0.3                  |
| 3,785      | First Commonwealth       | 13.17        | 49,848.45     | 10.92  | 41,332.20       | 0.1            | 643.45           | 1.6                  |
| 6,990      | First Horizon            | 41.10        | 287,289.10    | 39.00  | 272,610.00      | 0.3            | 3,005.70         | 1.1                  |
| 1,705      | First Midwest Bancorp    | 35.39        | 60,339.95     | 35.51  | 60,544.55       | 0.1            | 289.85           | 0.5                  |
| 2,242      | Glacier Bancorp          | 19.55        | 43,823.63     | 20.35  | 45,624.70       | 0.1            | 1,524.56         | 3.3                  |
| 1,185      | Global Payments Inc.     | 45.37        | 53,759.85     | 39.65  | 46,985.25       | 0.1            | 47.40            | 0.1                  |
| 1,960      | Goldman Sachs Grp.       | 74.35        | 145,721.60    | 216.75 | 424,830.00      | 0.5            | 235.20           | 0.1                  |
| 19,800     | Huntington Bancshares    | 23.78        | 470,922.40    | 22.74  | 450,252.00      | 0.6            | 4,257.00         | 0.9                  |
| 2,320      | Independent Bank Corp/Mi | 24.13        | 55,981.60     | 17.21  | 39,927.20       | 0.0            | 464.00           | 1.2                  |
| 12,140     | JP Morgan Chase          | 31.52        | 382,687.31    | 48.45  | 588,183.00      | 0.7            | 16,510.40        | 2.8                  |
| 845        | Kilroy Realty            | 64.75        | 54,713.75     | 70.84  | 59,859.80       | 0.1            | 418.27           | 0.7                  |
| 3,790      | Lehman Bros. Holdings    | 60.61        | 229,718.10    | 75.80  | 287,282.00      | 0.4            | 1,819.20         | 0.6                  |
| 2,240      | Lexington Corp PPTYS     | 21.54        | 48,238.85     | 20.80  | 46,592.00       | 0.1            | 806.40           | 1.7                  |
| 3,010      | M&T Bank                 | 112.51       | 338,646.00    | 106.90 | 321,769.00      | 0.4            | 7,224.00         | 2.2                  |
| 1,620      | MAF Bancorp Inc.         | 43.47        | 70,425.30     | 54.26  | 87,901.20       | 0.1            | 243.00           | 0.3                  |
| 4,765      | MBIA Inc.                | 61.15        | 291,370.70    | 62.22  | 296,478.30      | 0.4            | 2,859.00         | 1.0                  |
| 4,035      | MGIC Investment          | 58.95        | 237,862.25    | 56.86  | 229,430.10      | 0.3            | 403.50           | 0.2                  |
| 4,175      | Merrill Lynch & Co.      | 50.19        | 209,524.35    | 83.58  | 348,946.50      | 0.4            | 2,672.00         | 0.8                  |
| 4,200      | Morgan Stanley           | 40.54        | 170,249.70    | 83.88  | 352,296.00      | 0.4            | 1,134.00         | 0.3                  |
| 5,515      | Principal Financial Grp  | 60.11        | 331,506.65    | 58.29  | 321,469.35      | 0.4            | 1,378.75         | 0.4                  |
| 1,045      | Proassurance Corp        | 46.50        | 48,592.50     | 55.67  | 58,175.15       | 0.1            | 0.00             | 0.0                  |
| 3,375      | Safeco Corporation       | 65.92        | 222,480.00    | 62.26  | 210,127.50      | 0.3            | 4,050.00         | 1.9                  |
| 1,620      | Sterling Finl Corp/Sp    | 33.89        | 54,901.80     | 28.94  | 46,882.80       | 0.1            | 121.50           | 0.3                  |



| <u>Quantity</u> | Security                   | Unit<br>Cost | Total<br>Cost | Price_ | Market<br>Value | Pct.<br>Assets | Annual<br>Income | Cur.<br>Yield |
|-----------------|----------------------------|--------------|---------------|--------|-----------------|----------------|------------------|---------------|
| 2,655           | Susquehanna Bancsh         | 23.07        | 61,250.05     | 22.37  | 59,392.35       | 0.1            | 531.00           | 0.9           |
| 6,965           | T Rowe Price Gr            | 47.86        | 333,344.90    | 51.89  | 361,413.85      | 0.4            | 3,900.40         | 1.1           |
| 10,010          | Torchmark Corp.            | 55.28        | 553,369.70    | 67.00  | 670,670.00      | 0.8            | 5,205.20         | 0.8           |
| 8,115           | Trustco Bank Corp. NY      | 11.22        | 91,025.40     | 9.88   | 80,176.20       | 0.1            | 1,217.25         | 1.5           |
| 5,422           | Wachovia Corp.             | 45.58        | 247,158.59    | 51.25  | 277,877.50      | 0.3            | 12,145.28        | 4.4           |
| 1,675           | Whitney Hldg Corp.         | 35.83        | 60,019.50     | 30.10  | 50,417.50       | 0.1            | 452.25           | 0.9           |
| 1,405           | Zenith Natl Ins Cp         | 41.97        | 58,964.51     | 47.09  | 66,161.45       | 0.1            | 1,967.00         | 3.0           |
|                 |                            | <del>-</del> | 8,351,455.85  |        | 10,058,243.17   | 12.5           | 148,093.09       | 1.5           |
| HEALTH CARE     |                            |              |               |        |                 |                |                  |               |
| 4,830           | Abbott Laboratories        | 39.48        | 190,704.25    | 53.55  | 258,646.50      | 0.3            | 4,057.20         | 1.6           |
| 3,910           | Amgen Inc.                 | 52.21        | 204,148.72    | 55.29  | 216,183.90      | 0.3            | 0.00             | 0.0           |
| 8,070           | Bristol Myers Squibb       | 24.93        | 201,151.03    | 31.56  | 254,689.20      | 0.3            | 8,877.00         | 3.5           |
| 1,055           | Hologic Inc.               | 44.62        | 47,074.10     | 55.31  | 58,352.05       | 0.1            | 0.00             | 0.0           |
| 7,645           | IMS Health Inc.            | 26.90        | 205,650.50    | 32.13  | 245,633.85      | 0.3            | 611.60           | 0.2           |
| 670             | Idexx Labratories Inc.     | 48.20        | 32,293.76     | 94.63  | 63,402.10       | 0.1            | 0.00             | 0.0           |
| 8,135           | Johnson & Johnson          | 48.44        | 394,093.46    | 61.62  | 501,278.70      | 0.6            | 12,202.50        | 2.4           |
| 4,865           | Lilly (ELI) Co.            | 61.60        | 299,662.67    | 55.88  | 271,856.20      | 0.3            | 5,448.80         | 2.0           |
| 4,215           | Manor Care                 | 55.34        | 233,258.10    | 65.29  | 275,197.35      | 0.3            | 674.40           | 0.2           |
| 7,335           | Merck & Co. Inc.           | 49.58        | 363,685.85    | 49.80  | 365,283.00      | 0.5            | 9,975.60         | 2.7           |
| 1,305           | Pediatrix Medical Grp Inc. | 48.76        | 63,635.45     | 55.15  | 71,970.75       | 0.1            | 0.00             | 0.0           |
| 24,525          | Pfizer Inc.                | 32.67        | 801,309.45    | 25.57  | 627,104.25      | 8.0            | 10,791.00        | 1.7           |
| 1,575           | Respironics Inc.           | 28.77        | 45,315.90     | 42.59  | 67,079.25       | 0.1            | 0.00             | 0.0           |
| 8,285           | Schering-Plough            | 25.62        | 212,261.70    | 30.44  | 252,195.40      | 0.3            | 5,302.40         | 2.1           |
| 5,205           | Wyeth                      | 39.09        | 203,472.65    | 57.34  | 298,454.70      | 0.4            | 5,413.20         | 1.8           |
|                 |                            | -            | 3,497,717.58  |        | 3,827,327.20    | 4.7            | 63,353.70        | 1.7           |
| CONSUMER DISCR  | ETIONARY                   |              |               |        |                 |                |                  |               |
| 2,690           | Black and Decker Corp.     | 73.70        | 198,241.70    | 88.31  | 237,553.90      | 0.3            | 1,291.20         | 0.5           |
| 5,885           | Centex Corp.               | 41.50        | 244,227.50    | 40.10  | 235,988.50      | 0.3            | 941.60           | 0.4           |
| 1,095           | Colonial Properties Tr.    | 47.38        | 51,886.25     | 36.45  | 39,912.75       | 0.0            | 722.70           | 1.8           |
| 11,367          | Comcast CorpCl A           | 18.79        | 213,581.12    | 28.12  | 319,654.10      | 0.4            | 0.00             | 0.0           |
| 7,110           | Disney Walt Co.            | 19.89        | 141,441.11    | 34.14  | 242,735.40      | 0.3            | 1,493.10         | 0.6           |
| 5,160           | EW Scripps Co.             | 41.70        | 215,158.07    | 45.69  | 235,760.40      | 0.3            | 2,476.80         | 1.1           |
| 1,010           | Entertainment Prop Inc     | 39.47        | 39,861.36     | 53.78  | 54,317.80       | 0.1            | 568.12           | 1.0           |
| 370             | Essex Property Trust       | 127.85       | 47,303.21     | 116.30 | 43,031.00       | 0.1            | 284.90           | 0.7           |
| 6,915           | Genuine Parts Co.          | 43.97        | 304,049.65    | 49.60  | 342,984.00      | 0.4            | 7,883.10         | 2.3           |
| 905             | Group 1 Automotive         | 28.02        | 25,358.10     | 40.34  | 36,507.70       | 0.0            | 506.80           | 1.4           |



| <u>Quantity</u> | Security                  | Unit<br><u>Cost</u> | Total<br>Cost | Price_ | Market<br>Value | Pct.<br>Assets | Annual<br>Income | Cur.<br>Yield |
|-----------------|---------------------------|---------------------|---------------|--------|-----------------|----------------|------------------|---------------|
| 7,950           | Home Depot Inc.           | 28.72               | 228,291.53    | 39.35  | 312,832.50      | 0.4            | 1,272.00         | 0.4           |
| 1,635           | Kellwood Co               | 30.67               | 50,151.34     | 28.12  | 45,976.20       | 0.1            | 261.60           | 0.6           |
| 7,215           | Liz Claiborne, Inc.       | 37.54               | 270,881.15    | 37.30  | 269,119.50      | 0.3            | 3,246.75         | 1.2           |
| 6,130           | Meredith Corp.            | 49.67               | 304,455.39    | 61.60  | 377,608.00      | 0.5            | 2,084.20         | 0.6           |
| 9,965           | N Y Times - Class A       | 22.80               | 227,220.94    | 25.40  | 253,111.00      | 0.3            | 6,975.50         | 2.8           |
| 105             | NVR Inc.                  | 824.55              | 86,577.75     | 679.75 | 71,373.75       | 0.1            | 0.00             | 0.0           |
| 7,710           | Newell Company            | 31.46               | 242,556.60    | 29.43  | 226,905.30      | 0.3            | 6,476.40         | 2.9           |
| 910             | Panera Bread Co-A         | 64.57               | 58,761.60     | 46.06  | 41,914.60       | 0.1            | 0.00             | 0.0           |
| 1,275           | Phillips-Van Heusen       | 31.79               | 40,532.25     | 60.57  | 77,226.75       | 0.1            | 0.00             | 0.0           |
| 1,305           | SCP Pool Corp.            | 19.94               | 26,020.10     | 39.03  | 50,934.15       | 0.1            | 548.10           | 1.1           |
| 6,055           | Snap-On Inc.              | 34.84               | 210,956.20    | 50.51  | 305,838.05      | 0.4            | 5,812.80         | 1.9           |
| 5,200           | Stanley Works             | 56.29               | 292,708.00    | 60.70  | 315,640.00      | 0.4            | 6,240.00         | 2.0           |
| 3,195           | Steak n Shake             | 18.09               | 57,790.67     | 16.69  | 53,324.55       | 0.1            | 0.00             | 0.0           |
| 1,610           | THQ Inc.                  | 31.09               | 50,054.90     | 30.52  | 49,137.20       | 0.1            | 0.00             | 0.0           |
| 3,655           | The Finish Line CL-A      | 14.92               | 54,532.60     | 9.11   | 33,297.05       | 0.0            | 91.37            | 0.3           |
| 1,545           | The Men's Wearhouse       | 32.50               | 50,206.32     | 51.07  | 78,903.15       | 0.1            | 0.00             | 0.0           |
| 13,880          | Time Warner Inc.          | 14.48               | 200,930.80    | 21.04  | 292,035.20      | 0.4            | 3,053.60         | 1.0           |
| 1,375           | Toro Co.                  | 46.04               | 63,306.25     | 58.89  | 80,973.75       | 0.1            | 165.00           | 0.2           |
| 2,220           | Trimble Nav. Ltd          | 22.82               | 50,668.11     | 32.20  | 71,484.00       | 0.1            | 0.00             | 0.0           |
| 2,770           | V.F. Corp.                | 61.54               | 170,453.70    | 91.58  | 253,676.60      | 0.3            | 6,094.00         | 2.4           |
| 1,680           | Viad Corp.                | 37.55               | 63,084.00     | 42.17  | 70,845.60       | 0.1            | 151.20           | 0.2           |
| 895             | Watsco, Inc.              | 56.07               | 50,184.53     | 54.40  | 48,688.00       | 0.1            | 895.00           | 1.8           |
|                 |                           | -                   | 4,331,432.81  | •      | 5,169,290.45    | 6.4            | 59,535.85        | 1.2           |
| TELECOMMUNICAT  | ION SERVICES              |                     |               |        |                 |                |                  |               |
| 17,760          | AT&T                      | 35.33               | 627,546.42    | 41.50  | 737,040.00      | 0.9            | 5,727.60         | 0.8           |
| 546             | Citadel Broadcasting Corp | 21.55               | 11,765.15     | 6.45   | 3,521.70        | 0.0            | 0.00             | 0.0           |
| 8,170           | Verizon Comm.             | 36.38               | 297,214.65    | 41.17  | 336,358.90      | 0.4            | 12,581.80        | 3.7           |
|                 |                           | -                   | 936,526.22    | •      | 1,076,920.60    | 1.3            | 18,309.40        | 1.7           |
| INDUSTRIALS     |                           |                     |               |        |                 |                |                  |               |
| 1,420           | Acuity Brands Inc.        | 40.38               | 57,332.67     | 60.28  | 85,597.60       | 0.1            | 213.00           | 0.2           |
| 1,975           | Albany Intl Corp.         | 35.39               | 69,900.30     | 40.44  | 79,869.00       | 0.1            | 790.00           | 1.0           |
| 2,120           | Aptargroup Inc.           | 25.81               | 54,727.80     | 35.56  | 75,387.20       | 0.1            | 1,865.60         | 2.5           |
| 1,875           | Baldor Electric Co.       | 35.56               | 66,667.69     | 49.28  | 92,400.00       | 0.1            | 1,275.00         | 1.4           |
| 1,480           | Belden CDT                | 30.87               | 45,688.93     | 55.35  | 81,918.00       | 0.1            | 0.00             | 0.0           |
| 3,260           | Boeing Co.                | 41.70               | 135,942.40    | 96.16  | 313,481.60      | 0.4            | 2,216.80         | 0.7           |
| 1,890           | Briggs and Stratton       | 33.25               | 62,847.54     | 31.56  | 59,648.40       | 0.1            | 2,343.60         | 3.9           |
| 7,370           | Cintas Corp.              | 35.92               | 264,721.40    | 39.43  | 290,599.10      | 0.4            | 2,579.50         | 0.9           |



| Quantity | Security               | Unit<br>Cost | Total<br>Cost | <u>Price</u> | Market<br>Value | Pct.<br>Assets | Annual<br>Income | Cur.<br>Yield |
|----------|------------------------|--------------|---------------|--------------|-----------------|----------------|------------------|---------------|
| 1,415    | Clarcor Inc.           | 34.18        | 48,361.73     | 37.43        | 52,963.45       | 0.1            | 410.35           | 0.8           |
| 7,810    | Cooper Industries      | 45.64        | 356,448.40    | 57.43        | 445,872.90      | 0.6            | 11,558.80        | 2.6           |
| 3,775    | Danaher Corp.          | 71.94        | 271,573.50    | 75.50        | 285,012.50      | 0.4            | 94.37            | 0.0           |
| 8,885    | Dover Corporation      | 48.94        | 434,831.90    | 51.15        | 454,467.75      | 0.6            | 6,574.90         | 1.4           |
| 5,630    | •                      | 49.22        | 277,082.70    | 93.00        | 523,590.00      | 0.6            | 8,782.80         | 1.7           |
| 3,990    | GenCorp Inc.           | 16.37        | 65,325.72     | 13.07        | 52,149.30       | 0.1            | 0.00             | 0.0           |
| 34,105   | General Electric Co.   | 28.05        | 956,537.59    | 38.28        | 1,305,539.40    | 1.6            | 21,827.20        | 1.7           |
| 5,025    | Honeywell Intl., Inc.  | 46.31        | 232,707.75    | 56.28        | 282,807.00      | 0.4            | 3,768.75         | 1.3           |
| 2,917    | IDEX Corp.             | 21.49        | 62,696.89     | 38.54        | 112,421.18      | 0.1            | 1,750.20         | 1.6           |
| 5,975    | Ingersoll-Rand Co.     | 44.21        | 264,154.75    | 54.82        | 327,549.50      | 0.4            | 3,943.50         | 1.2           |
| 1,730    | Kansas City Southern   | 26.08        | 45,125.67     | 37.54        | 64,944.20       | 0.1            | 0.00             | 0.0           |
| 1,550    | Kaydon Corp.           | 40.20        | 62,310.62     | 52.12        | 80,786.00       | 0.1            | 186.00           | 0.2           |
| 2,945    | Labor Ready, Inc.      | 22.80        | 67,145.35     | 23.11        | 68,058.95       | 0.1            | 0.00             | 0.0           |
| 1,820    | Lennox Intl Inc.       | 29.23        | 53,204.24     | 34.23        | 62,298.60       | 0.1            | 172.90           | 0.3           |
| 1,210    | Manitowoc Comp Inc.    | 16.51        | 19,983.15     | 80.38        | 97,259.80       | 0.1            | 169.40           | 0.2           |
| 6,265    | Pall Corp.             | 38.07        | 238,508.55    | 45.99        | 288,127.35      | 0.4            | 4,260.20         | 1.5           |
| 2,715    | Parker Hannifin        | 71.25        | 193,436.15    | 97.91        | 265,825.65      | 0.3            | 2,823.60         | 1.1           |
| 9,355    | Pitney Bowes, Inc.     | 42.75        | 399,915.80    | 46.82        | 438,001.10      | 0.5            | 10,851.80        | 2.5           |
| 6,580    | RR Donnelley           | 37.24        | 245,039.20    | 43.51        | 286,295.80      | 0.4            | 1,710.80         | 0.6           |
| 1,200    | Regal Beloit           | 50.55        | 60,660.96     | 46.54        | 55,848.00       | 0.1            | 672.00           | 1.2           |
| 3,170    | Rockwell Collins       | 67.29        | 213,309.30    | 70.64        | 223,928.80      | 0.3            | 2,028.80         | 0.9           |
| 4,130    | Ryder System           | 49.89        | 206,045.70    | 53.80        | 222,194.00      | 0.3            | 2,478.00         | 1.1           |
| 1,450    | Skyline Corp.          | 41.29        | 59,872.53     | 30.01        | 43,514.50       | 0.1            | 1,044.00         | 2.4           |
| 1,760    | Standex International  | 30.51        | 53,694.43     | 28.44        | 50,054.40       | 0.1            | 0.00             | 0.0           |
| 2,405    | Textron, Inc.          | 91.47        | 219,985.35    | 110.11       | 264,814.55      | 0.3            | 3,126.50         | 1.2           |
| 8,210    | Tyco Int'l Limited     | 21.85        | 179,377.80    | 33.79        | 277,415.90      | 0.3            | 410.50           | 0.1           |
| 1,770    | URS Corp.              | 42.06        | 74,454.17     | 48.55        | 85,933.50       | 0.1            | 0.00             | 0.0           |
| 3,825    | United Parcel Svc-Cl B | 70.04        | 267,903.00    | 73.00        | 279,225.00      | 0.3            | 726.75           | 0.3           |
| 1,605    | United Stationers Inc. | 30.80        | 49,441.52     | 66.64        | 106,957.20      | 0.1            | 0.00             | 0.0           |
| 3,665    | United Tech Corp.      | 31.71        | 116,223.30    | 70.93        | 259,958.45      | 0.3            | 3,884.90         | 1.5           |
| 2,520    | Veeco Inst. Inc.       | 22.66        | 57,098.85     | 20.74        | 52,264.80       | 0.1            | 0.00             | 0.0           |
| 1,830    | Waste Connections Inc. | 27.53        | 50,383.80     | 30.24        | 55,339.20       | 0.1            | 0.00             | 0.0           |
| 1,245    | Watson Wyatt WW CI-A   | 35.09        | 43,687.05     | 50.48        | 62,847.60       | 0.1            | 93.37            | 0.1           |
| 1,185    | Watts Water Tech CI-A  | 42.61        | 50,490.84     | 37.47        | 44,401.95       | 0.1            | 106.65           | 0.2           |
|          |                        | <del>-</del> | 6,754,846.99  | -            | 8,657,569.18    | 10.7           | 104,740.55       | 1.2           |
| ENERGY   |                        |              |               |              |                 |                |                  |               |
| 3,565    | Ashland Inc.           | 65.38        | 233,065.80    | 63.95        | 227,981.75      | 0.3            | 3,921.50         | 1.7           |
| 11,960   | CMS Energy             | 18.28        | 218,673.05    | 17.20        | 205,712.00      | 0.3            | 0.00             | 0.0           |



| Quantity  | Security                | Unit<br>Cost | Total<br>Cost | Price | Market<br>Value | Pct.<br>Assets | Annual<br>Income | Cur.<br>Yield |
|-----------|-------------------------|--------------|---------------|-------|-----------------|----------------|------------------|---------------|
| 2,270     | Cabot Oil & Gas         | 28.14        | 63,877.80     | 36.88 | 83,717.60       | 0.1            | 0.00             | 0.0           |
| 6,825     | ChevronTexaco Corp.     | 39.20        | 267,524.40    | 84.24 | 574,938.00      | 0.7            | 14,196.00        | 2.5           |
| 1,515     | Cimarex Energy Co.      | 43.75        | 66,284.40     | 39.41 | 59,706.15       | 0.1            | 0.00             | 0.0           |
| 6,475     | ConocoPhillips          | 29.50        | 191,006.65    | 78.50 | 508,287.50      | 0.6            | 2,331.00         | 0.5           |
| 18,175    | Exxon Mobil Corp.       | 35.85        | 651,649.24    | 83.88 | 1,524,519.00    | 1.9            | 31,988.00        | 2.1           |
| 1,760     | Helix Energy            | 29.90        | 52,632.80     | 39.91 | 70,241.60       | 0.1            | 0.00             | 0.0           |
| 1,585     | Kirby Corp.             | 36.57        | 57,964.93     | 38.39 | 60,848.15       | 0.1            | 0.00             | 0.0           |
| 8,510     | Nabors Industries       | 31.35        | 266,813.25    | 33.38 | 284,063.80      | 0.4            | 0.00             | 0.0           |
| 12,240    | Nisource Inc.           | 24.04        | 294,218.70    | 20.71 | 253,490.40      | 0.3            | 2,815.20         | 1.1           |
| 1,550     | Penn Virginia Corp.     | 36.41        | 56,430.77     | 40.20 | 62,310.00       | 0.1            | 174.37           | 0.3           |
| 7,545     | Rowan Cos.              | 31.03        | 234,144.55    | 40.98 | 309,194.10      | 0.4            | 3,018.00         | 1.0           |
| 4,050     | Schlumberger LTD        | 25.69        | 104,035.00    | 84.94 | 344,007.00      | 0.4            | 2,025.00         | 0.6           |
| 760       | Seacor Smit Inc.        | 78.66        | 59,781.60     | 93.36 | 70,953.60       | 0.1            | 0.00             | 0.0           |
| 4,315     | Smith Intl. Inc.        | 49.25        | 212,513.75    | 58.64 | 253,031.60      | 0.3            | 431.50           | 0.2           |
| 1,615     | St. Mary Land & Exp.    | 36.45        | 58,868.20     | 36.62 | 59,141.30       | 0.1            | 80.75            | 0.1           |
| 3,430     | Sunoco Inc.             | 71.03        | 243,632.90    | 79.68 | 273,302.40      | 0.3            | 3,430.00         | 1.3           |
|           |                         | -            | 3,333,117.78  | •     | 5,225,445.95    | 6.5            | 64,411.32        | 1.2           |
| UTILITIES |                         |              |               |       |                 |                |                  |               |
| 8,170     | Ameren Corporation      | 53.36        | 435,955.94    | 49.01 | 400,411.70      | 0.5            | 20,751.80        | 5.2           |
| 3,205     | Atmos Energy Corp.      | 27.54        | 88,255.70     | 30.06 | 96,342.30       | 0.1            | 945.47           | 1.0           |
| 2,375     | Avista Corp.            | 27.29        | 64,808.05     | 21.55 | 51,181.25       | 0.1            | 344.37           | 0.7           |
| 1,340     | CH Energy Group Inc.    | 47.81        | 64,065.40     | 44.97 | 60,259.80       | 0.1            | 723.60           | 1.2           |
| 18,170    | Centerpoint Energy Inc. | 18.52        | 336,428.45    | 17.40 | 316,158.00      | 0.4            | 2,907.20         | 0.9           |
| 2,645     | Cleco Corp              | 19.25        | 50,906.46     | 24.50 | 64,802.50       | 0.1            | 595.12           | 0.9           |
| 1,455     | Energen Corp.           | 24.39        | 35,492.30     | 54.94 | 79,937.70       | 0.1            | 261.90           | 0.3           |
| 7,041     | Integry Energy Gp. Inc. | 53.26        | 375,026.75    | 50.73 | 357,189.93      | 0.4            | 415.42           | 0.1           |
| 6,850     | Keyspan Corporation     | 40.14        | 274,947.20    | 41.98 | 287,563.00      | 0.4            | 12,193.00        | 4.2           |
| 1,700     | Laclede Grp Inc.        | 33.42        | 56,812.20     | 31.88 | 54,196.00       | 0.1            | 569.50           | 1.1           |
| 13,445    | NICOR Inc.              | 44.21        | 594,404.19    | 42.92 | 577,059.40      | 0.7            | 23,663.20        | 4.1           |
| 2,175     | Northwest Nat Gas       | 33.88        | 73,684.43     | 46.19 | 100,463.25      | 0.1            | 685.12           | 0.7           |
| 7,370     | Pinnacle West           | 42.98        | 316,758.20    | 39.85 | 293,694.50      | 0.4            | 3,500.75         | 1.2           |
| 2,640     | Southern Union Co.      | 27.75        | 73,254.19     | 32.59 | 86,037.60       | 0.1            | 0.00             | 0.0           |
| 16,880    | Teco Energy             | 17.70        | 298,831.70    | 17.18 | 289,998.40      | 0.4            | 3,207.20         | 1.1           |
| 1,895     | UGI Corp.               | 27.27        | 51,677.79     | 27.28 | 51,695.60       | 0.1            | 1,335.97         | 2.6           |
| 10,095    | Xcel Enegery Inc.       | 24.98        | 252,145.84    | 20.47 | 206,644.65      | 0.3            | 8,984.55         | 4.3           |
|           | 3 3                     |              | 3,443,454.79  |       | 3,373,635.58    | 4.2            | 81,084.19        | 2.4           |



| Quantity     | Security                                  | Unit<br>Cost | Total<br>Cost | Price   | Market<br>Value | Pct.<br>Assets | Annual<br>Income | Cur.<br>Yield |
|--------------|---|--------------|---------------|---------|-----------------|----------------|------------------|---------------|
| MATERIALS    |   |              |               |         |                 |                |                  |               |
| 5,220        | Ball Corp.                                | 47.39        | 247,375.80    | 53.17   | 277,547.40      | 0.3            | 3,132.00         | 1.1           |
| 11,100       | Bemis Company                             | 28.10        | 311,880.75    | 33.18   | 368,298.00      | 0.5            | 11,100.00        | 3.0           |
| 560          | Carpenter Tech.                           | 107.77       | 60,352.30     | 130.31  | 72,973.60       | 0.1            | 504.00           | 0.7           |
| 5,795        | Ecolab Inc.                               | 31.76        | 184,049.20    | 42.70   | 247,446.50      | 0.3            | 3,013.40         | 1.2           |
| 2,635        | Griffon Corp.                             | 26.88        | 70,829.95     | 21.78   | 57,390.30       | 0.1            | 0.00             | 0.0           |
| 8,400        | Int'l Flavors and Frag.                   | 36.04        | 302,757.89    | 52.14   | 437,976.00      | 0.5            | 5,040.00         | 1.2           |
| 7,370        | Plum Creek Timber                         | 35.37        | 260,710.00    | 41.66   | 307,034.20      | 0.4            | 4,200.90         | 1.4           |
| 4,920        | Rohm and Haas                             | 46.59        | 229,241.00    | 54.68   | 269,025.60      | 0.3            | 6,494.40         | 2.4           |
| 9,320        | Sealed Air                                | 24.75        | 230,694.70    | 31.02   | 289,106.40      | 0.4            | 1,398.00         | 0.5           |
| 7,225        | Sigma-Aldrich                             | 29.67        | 214,392.22    | 42.67   | 308,290.75      | 0.4            | 2,384.25         | 0.8           |
| 3,105        | Weyerhaeuser Corp.                        | 75.44        | 234,241.20    | 78.93   | 245,077.65      | 0.3            | 7,452.00         | 3.0           |
|              |   | -            | 2,346,525.01  |         | 2,880,166.40    | 3.6            | 44,718.95        | 1.6           |
|              | COMMON STOCK Total                        | -            | 40,494,212.50 |         | 50,057,149.56   | 62.0           | 689,791.22       | 1.4           |
| ILE TDEACHDY | NOTES/BONDS                               |              |               |         |                 |                |                  |               |
|              |   | 105 50       | 507.0/0.75    | 100.10  | F00 (0F 00      | 0.7            | 20 / 25 00       | / 1           |
| 500,000      | U.S. Treasury Note<br>6.125% Due 08-15-07 | 105.59       | 527,968.75    | 100.12  | 500,625.00      | 0.6            | 30,625.00        | 6.1           |
| 500,000      | U.S. Treasury Note<br>4.750% Due 11-15-08 | 101.00       | 505,000.00    | 99.69   | 498,437.50      | 0.6            | 23,750.00        | 4.8           |
| 500,000      | U.S. Treasury Note                        | 99.31        | 496,562.50    | 96.28   | 481,406.25      | 0.6            | 13,125.00        | 2.7           |
|              | 2.625% Due 03-15-09                       |              |               |         |                 |                |                  |               |
| 500,000      | U.S. Treasury Note<br>5.000% Due 02-15-11 | 108.56       | 542,812.50    | 100.44  | 502,187.50      | 0.6            | 25,000.00        | 5.0           |
| 500,000      | U.S. Treasury Note                        | 113.59       | 567,968.75    | 100.44  | 502,187.50      | 0.6            | 25,000.00        | 5.0           |
|              | 5.000% Due 08-15-11                       |              |               |         |                 |                |                  |               |
| 200,000      | U.S. Treasury Note<br>4.875% Due 02-15-12 | 99.57        | 199,140.63    | 99.87   | 199,750.00      | 0.2            | 9,750.00         | 4.9           |
| 500,000      | U.S. Treasury Note<br>4.250% Due 08-15-13 | 100.03       | 500,156.25    | 96.56   | 482,812.50      | 0.6            | 21,250.00        | 4.4           |
| 500,000      | U.S. Treasury Note<br>4.000% Due 02-15-14 | 101.44       | 507,187.50    | 94.66   | 473,281.25      | 0.6            | 20,000.00        | 4.2           |
| 500,000      | U.S. Treasury Note                        | 100.12       | 500,625.00    | 96.44   | 482,187.50      | 0.6            | 22,500.00        | 4.7           |
| 1,000,000    | 4.500% Due 11-15-15<br>U.S. Treasury Note | 95.47        | 954,726.56    | 96.37   | 963,750.00      | 1.2            | 45,000.00        | 4.7           |
| 500,000      | 4.500% Due 02-15-16<br>U.S. Treasury Bond | 135.03       | 675,156.25    | 128.12  | 640,625.00      | 0.8            | 43,750.00        | 6.8           |
| 333,330      | 8.750% Due 05-15-17                       | . 30.00      | 3.3,100.20    | . 20.12 |                 |                | .5,750.00        | 0.0           |
|              | Accrued Interest                          | -            |               |         | 80,934.68       | 0.1            |                  |               |
|              | U.S. TREASURY NOTES/BONDS Total           |              | 5,977,304.69  |         | 5,808,184.68    | 7.2            | 279,750.00       | 4.9           |



| Quantity    | Security                                     | Unit<br>Cost | Total<br>Cost | Price  | Market<br>Value | Pct.<br>Assets | Annual<br>Income | Cur.<br>Yield |
|-------------|--|--------------|---------------|--------|-----------------|----------------|------------------|---------------|
|             |  |              |               |        |                 |                |                  |               |
| GOVERNMENT  | AGENCIES                                     |              |               |        |                 |                |                  |               |
| 500,000     | Fed Home Loan Bank                           | 100.00       | 500,000.00    | 100.97 | 504,843.75      | 0.6            | 29,025.00        | 5.7           |
|             | 5.805% Due 03-23-09                          |              |               |        |                 |                |                  |               |
| 500,000     | Fed Home Loan Mtg<br>7.000% Due 03-15-10     | 99.00        | 494,997.50    | 104.47 | 522,343.75      | 0.6            | 35,000.00        | 6.7           |
| 500,000     | Tenn Valley Authority<br>6.000% Due 03-15-13 | 101.58       | 507,880.00    | 103.29 | 516,469.50      | 0.6            | 30,000.00        | 5.8           |
| 500,000     | Fed Natl Mtg Assoc<br>5.500% Due 12-30-14    | 99.56        | 497,812.50    | 98.28  | 491,406.25      | 0.6            | 27,500.00        | 5.6           |
| 500,000     | Fed Natl Mtg Assoc                           | 95.50        | 477,500.00    | 95.97  | 479,843.75      | 0.6            | 25,000.00        | 5.2           |
| 500,000     | 5.000% Due 06-26-15                          | 95.50        | 477,500.00    | 95.97  | 479,043.75      | 0.6            | 25,000.00        | 3.2           |
| 300,000     | Fed Natl Mtg Assoc                           | 115.35       | 346,045.50    | 108.16 | 324,468.75      | 0.4            | 18,750.00        | 5.8           |
| 300,000     | 6.250% Due 05-15-29                          | 115.55       | 340,043.30    | 100.10 | 324,400.73      | 0.4            | 10,730.00        | 3.0           |
|             | Accrued Interest                             |              |               |        | 29,400.49       | 0.0            |                  |               |
|             | GOVERNMENT AGENCIES Total                    | -            | 2,824,235.50  |        | 2,868,776.24    | 3.6            | 165,275.00       | 5.8           |
|             | GOVERNIMENT AGENCIES TOTAL                   |              | 2,024,233.30  |        | 2,000,770.24    | 3.0            | 105,275.00       | 3.0           |
| MORTGAGE BA | CKED SECURITIES                              |              |               |        |                 |                |                  |               |
| FNMA/FHLMC  | ORED GEOGRIFIES                              |              |               |        |                 |                |                  |               |
| 172,084     | FGCI #E97963                                 | 101.78       | 175,149.61    | 97.01  | 166,940.76      | 0.2            | 8,604.22         | 5.2           |
| ·           | 5.000% Due 07-01-18                          |              | ,             |        | ,               |                |                  |               |
| 345,903     | FGCI #G18008                                 | 100.31       | 346,983.54    | 95.16  | 329,164.37      | 0.4            | 15,565.62        | 4.7           |
|             | 4.500% Due 09-01-19                          |              |               |        |                 |                |                  |               |
| 512,491     | FGCI #G11900                                 | 98.91        | 506,885.35    | 98.57  | 505,162.10      | 0.6            | 28,186.99        | 5.6           |
|             | 5.500% Due 02-01-21                          |              |               |        |                 |                |                  |               |
| 891,623     | FGCI #G12335                                 | 98.59        | 879,084.14    | 96.72  | 862,350.62      | 1.1            | 44,581.13        | 5.2           |
| 710.04/     | 5.000% Due 05-01-21                          | 00.50        | 747 450 40    | 00.54  | 700 441 //      | 0.0            | 20 507 01        | F /           |
| 719,946     | FNCL #886599<br>5.500% Due 08-01-21          | 99.52        | 716,458.43    | 98.54  | 709,441.66      | 0.9            | 39,597.01        | 5.6           |
| 357,964     | FNCL #799556                                 | 99.64        | 356,677.42    | 94.09  | 336,818.93      | 0.4            | 17,898.19        | 5.3           |
| 337,704     | 5.000% Due 11-01-34                          | 77.04        | 330,077.42    | 74.07  | 330,010.73      | 0.4            | 17,070.17        | 5.5           |
| 882,555     | FNCL# 832869                                 | 96.80        | 854,285.77    | 93.95  | 829,195.83      | 1.0            | 44,127.76        | 5.3           |
|             | 5.000% Due 09-01-35                          |              |               |        |                 |                |                  |               |
| 179,166     | FNCL #805625                                 | 98.47        | 176,422.92    | 96.69  | 173,241.38      | 0.2            | 9,854.15         | 5.7           |
|             | 5.500% Due 12-01-35                          |              |               |        |                 |                |                  |               |
| 494,682     | FNCL #852028                                 | 99.16        | 490,507.80    | 99.10  | 490,239.44      | 0.6            | 29,680.90        | 6.1           |
|             | 6.000% Due 01-01-36                          |              |               |        |                 |                |                  |               |
| 897,590     | FNCL #868450                                 | 99.22        | 890,577.35    | 96.50  | 866,138.22      | 1.1            | 49,367.44        | 5.7           |
|             | 5.500% Due 04-01-36<br>Accrued Interest      |              |               |        | 9,557.81        | 0.0            |                  |               |
|             | Add interest                                 | _            | 5,393,032.35  |        |                 | 6.5            | 297 462 40       |               |
|             |  |              | 0,373,032.30  |        | 5,278,251.12    | 0.5            | 287,463.40       | 5.5           |



| <u>Quantity</u>            | Security                                    | Unit<br>Cost | Total<br>Cost | Price  | Market<br>Value | Pct.<br>Assets | Annual<br>Income | Cur.<br>Yield |
|----------------------------|---|--------------|---------------|--------|-----------------|----------------|------------------|---------------|
| GNMA                       |   |              |               |        |                 |                |                  |               |
| 236,834                    | GNJO #605142<br>4.500% Due 03-15-19         | 100.75       | 238,610.73    | 95.35  | 225,824.04      | 0.3            | 10,657.55        | 4.7           |
| 211,700                    | GNSF #594139<br>5.000% Due 10-15-33         | 100.09       | 211,898.74    | 94.81  | 200,710.91      | 0.2            | 10,585.01        | 5.3           |
|                            | Accrued Interest                            |              |               |        | 1,711.21        | 0.0            |                  |               |
|                            |   | _            | 450,509.47    |        | 428,246.15      | 0.5            | 21,242.56        | 5.0           |
|                            | MORTGAGE BACKED SECURITIES Total            |              | 5,843,541.82  | •      | 5,706,497.27    | 7.1            | 308,705.97       | 5.4           |
| COMMERCIAL N               | MORTGAGE BACKED SECURITI                    | ES           |               |        |                 |                |                  |               |
| 750,000                    | GS Mortgage Sec<br>5.396% Due 08-10-38      | 101.28       | 759,609.38    | 98.00  | 735,000.00      | 0.9            | 40,470.00        | 5.5           |
| 500,000                    | Merrill Lynch Mtg Tr<br>5.499% Due 01-12-44 | 96.99        | 484,941.41    | 97.41  | 487,050.00      | 0.6            | 27,497.19        | 5.6           |
| 1,000,000                  | JPMCC 2006-LDP9 A3<br>5.336% Due 05-15-47   | 99.09        | 990,937.50    | 96.31  | 963,100.00      | 1.2            | 53,360.00        | 5.5           |
|                            | Accrued Interest                            |              |               |        | 5,846.53        | 0.0            |                  |               |
| COMMERCIAL                 | . MORTGAGE BACKED SECURITIES Total          | ·            | 2,235,488.29  |        | 2,190,996.53    | 2.7            | 121,327.19       | 5.6           |
| CORPORATE BO UTILITY BONDS | ONDS  |              |               |        |                 |                |                  |               |
| 1,000,000                  | Georgia Power<br>5.125% Due 11-15-12        | 97.28        | 972,810.00    | 97.86  | 978,643.00      | 1.2            | 51,250.00        | 5.2           |
| 300,000                    | Natl Rural Utilities<br>7.200% Due 10-01-15 | 119.23       | 357,705.00    | 109.16 | 327,472.20      | 0.4            | 21,600.00        | 6.6           |
| 500,000                    | South Carolina E&G<br>5.300% Due 05-15-33   | 105.04       | 525,222.50    | 89.61  | 448,070.50      | 0.6            | 26,500.00        | 5.9           |
| 500,000                    | Comcast Corp.<br>6.450% Due 03-15-37        | 101.42       | 507,095.00    | 96.37  | 481,862.00      | 0.6            | 32,250.00        | 6.7           |
|                            | Accrued Interest                            |              |               |        | 24,465.00       | 0.0            |                  |               |
|                            |   |              | 2,362,832.50  | •      | 2,260,512.70    | 2.8            | 131,600.00       | 5.9           |
| FINANCIAL BONDS            |   |              |               |        |                 |                |                  |               |
| 500,000                    | Countrywide Home<br>4.250% Due 12-19-07     | 101.83       | 509,155.00    | 99.41  | 497,043.00      | 0.6            | 21,250.00        | 4.3           |
| 650,000                    | Goldman Sachs<br>4.125% Due 01-15-08        | 98.12        | 637,807.30    | 99.37  | 645,929.05      | 0.8            | 26,812.50        | 4.2           |



|                 |  | Unit   | Total        |        | Market       | Pct.   | Annual     | Cur.  |
|-----------------|--|--------|--------------|--------|--------------|--------|------------|-------|
| Quantity        | Security                                     | Cost   | Cost         | Price  | Value        | Assets | Income     | Yield |
| 500,000         | Gen. Elec. Cap. Corp.                        | 98.04  | 490,215.00   | 96.43  | 482,129.00   | 0.6    | 15,625.00  | 3.2   |
| 650,000         | 3.125% Due 04-01-09<br>Int'l Lease Finance   | 97.18  | 631,699.25   | 98.04  | 637,228.15   | 0.8    | 31,687.50  | 5.0   |
|                 | 4.875% Due 09-01-10                          |        |              |        |              |        |            |       |
| 500,000         | National City Bank<br>6.250% Due 03-15-11    | 100.00 | 500,000.00   | 102.17 | 510,871.00   | 0.6    | 31,250.00  | 6.1   |
| 500,000         | Household Finance<br>6.375% Due 11-15-12     | 115.58 | 577,912.50   | 102.67 | 513,335.50   | 0.6    | 31,875.00  | 6.2   |
| 500,000         | Progressive Corp. 7.000% Due 10-01-13        | 94.84  | 474,220.00   | 106.94 | 534,710.00   | 0.7    | 35,000.00  | 6.5   |
| 700,000         | Bear Stearns Co.<br>5.700% Due 11-15-14      | 98.58  | 690,032.00   | 98.06  | 686,429.10   | 0.9    | 39,900.00  | 5.8   |
| 500,000         | Lehman Bros. Holdings<br>5.500% Due 04-04-16 | 98.90  | 494,485.00   | 97.09  | 485,451.00   | 0.6    | 27,500.00  | 5.7   |
|                 | Accrued Interest                             |        |              |        | 59,521.87    | 0.1    |            |       |
|                 |  | -      | 5,005,526.05 | •      | 5,052,647.67 | 6.3    | 260,900.00 | 5.2   |
| INDUSTRIAL BONE | OS   |        |              |        |              |        |            |       |
| 500,000         | Whitman Corp<br>6.375% Due 05-01-09          | 112.74 | 563,715.00   | 101.51 | 507,528.50   | 0.6    | 31,875.00  | 6.3   |
| 500,000         | Avon Products 5.125% Due 01-15-11            | 97.96  | 489,820.00   | 98.77  | 493,834.00   | 0.6    | 25,625.00  | 5.2   |
| 375,000         | Estee Lauder Cos Inc.<br>6.000% Due 01-15-12 | 110.31 | 413,658.75   | 102.02 | 382,567.87   | 0.5    | 22,500.00  | 5.9   |
| 500,000         | Wal-Mart Stores 7.250% Due 06-01-13          | 105.58 | 527,925.00   | 108.00 | 539,989.00   | 0.7    | 36,250.00  | 6.7   |
| 500,000         | Deere & Company                              | 107.33 | 536,670.00   | 107.20 | 535,975.50   | 0.7    | 34,750.00  | 6.5   |
| 450,000         | 6.950% Due 04-25-14 Boston Scientific        | 104.40 | 469,820.70   | 94.11  | 423,483.30   | 0.5    | 24,525.00  | 5.8   |
| 500,000         | 5.450% Due 06-15-14<br>Cisco Systems         | 97.28  | 486,385.00   | 97.58  | 487,904.00   | 0.6    | 27,500.00  | 5.6   |
| 500,000         | 5.500% Due 02-22-16<br>Anheuser Busch        | 100.18 | 500,918.63   | 93.71  | 468,561.50   | 0.6    | 25,250.00  | 5.4   |
| 450,000         | 5.050% Due 10-15-16<br>Coca-Cola Enter       | 118.68 | 534,051.00   | 109.20 | 491,386.05   | 0.6    | 32,062.50  | 6.5   |
| 1,000,000       | 7.125% Due 08-01-17<br>J.C. Penney           | 96.74  | 967,400.00   | 96.54  | 965,391.00   | 1.2    | 57,500.00  | 6.0   |
|                 | 5.750% Due 02-15-18                          |        |              |        |              |        |            |       |



| <u>Quantity</u> | Security                      | Unit<br>Cost | Total<br>Cost | Price  | Market<br>Value | Pct.<br>Assets | Annual<br>Income | Cur.<br>Yield |
|-----------------|-------------------------------|--------------|---------------|--------|-----------------|----------------|------------------|---------------|
| 500,000         | IBM Corp. 7.000% Due 10-30-25 | 112.65       | 563,240.00    | 110.54 | 552,694.00      | 0.7            | 35,000.00        | 6.3           |
|                 | Accrued Interest              |              |               |        | 81,701.91       | 0.1            |                  |               |
|                 |                               | -            | 6,053,604.08  | •      | 5,931,016.63    | 7.3            | 352,837.50       | 6.0           |
|                 | CORPORATE BONDS Total         | -            | 13,421,962.63 | •      | 13,244,177.01   | 16.4           | 745,337.50       | 5.7           |
| CASH & EQUIVA   | <b>NLENTS</b>                 |              |               |        |                 |                |                  |               |
|                 | Dividend Accrual              |              | 65,865.45     |        | 65,865.45       | 0.1            | 0.00             | 0.0           |
|                 | Inventor MMF                  |              | 785,584.73    |        | 785,584.73      | 1.0            | 24,353.13        | 3.1           |
|                 | MMF Interest Accrual          |              | 6,535.81      |        | 6,535.81        | 0.0            | 228.75           | 3.5           |
|                 | CASH & EQUIVALENTS Total      | -            | 857,985.99    | •      | 857,985.99      | 1.1            | 24,581.88        | 2.9           |
| TOTAL PORTFOLIO |                               |              | 71,654,731.42 |        | 80,733,767.27   | 100.0          | 2,334,768.76     | 2.9           |



### MEDIA PERSPECTIVE

### The Dividend Dearth: Still Too Stingy

Most big companies fail to appreciate investors' growing appetite for payouts in cash, not buybacks of stock.

By Andrew Bary. Barron's

**SHARE THE WEALTH!** As corporations continue to favor share-repurchase programs as a way to boost stock prices, a small band of institutional investors and equity strategists are urging managements to focus more on an old-fashioned alternative: dividends.

They argue that corporations fail to recognize that dividends are increasingly popular with individual investors, and that ample payouts can be just as good – or even better – for stock prices than big buybacks.

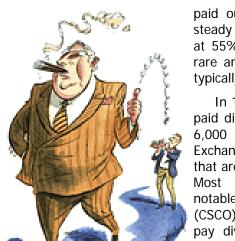
Just look at some of the strongest sectors of the stock market in the past two years: electric utilities, real-estate investment trusts, cigarette makers, telecommunications providers and energy-oriented master limited partnerships. All of them pay nice dividends.

"A lot of corporations are missing the seismic shift in retail demand for yield," says Henry McVey, chief investment strategist at Morgan Stanley. As tens of millions of baby boomers start retirement, the demand for yield-oriented investments will climb. McVey notes that Americans over 65 have equity portfolios with an average yield of 2.6%, versus 0.8% for those under 65.

Over all, Corporate America remains stingy with dividends. Companies in the Standard & Poor's 500 index are expected to dole out just 30% of their earnings in dividends in 2007, a record-low profit payout.

The dividend yield on the S&P 500 is only 1.8%, while the Dow Jones Industrial Average yields just a bit more: 2.1%. The S&P small- and mid-cap stock indexes yield only about 1%.

U.S. companies have raised dividends at a double-digit rate in recent years, but operating earnings have been rising even more briskly. The S&P 500 payout ratio – the percentage of earnings



paid out to stockholders – has been in a nearsteady decline since the mid-1980s, when it stood at 55%. Prior to the early 1980s, buybacks were rare and companies took pride in their dividends, typically paying out more than half their profits.

In 1980, 94% of the companies in the S&P 500 paid dividends; now 77%, or 387, do. And of the 6,000 companies listed on the New York Stock Exchange, Nasdaq or American Stock Exchange that aren't in the S&P 500, just 40% pay dividends. Most technology companies, including such notables as Apple (ticker: AAPL), Cisco Systems (CSCO), Dell (DELL) and Oracle (ORCL) refuse to pay dividends, as do Amgen (AMGN), Berkshire Hathaway (BRK-A) and Viacom (VIA).

"Dividend initiations haven't grown the way I expected," says Howard Silverblatt, senior index

analyst at Standard & Poor's. Silverblatt had figured that two events in 2003 would lead to more dividend payers. One was the cut in the top federal-tax rate on dividends to 15%, on par with the top rate on capital gains. The other was Microsoft's (MSFT) decision to start paying a dividend.

However, "tech companies looked at Microsoft and said the dividend hasn't done anything for its stock price. They decided they could do better with the money: buybacks," Silverblatt says. Now some companies are balking at paying or boosting payouts out of concern that the election of a Democratic president in 2008 could lead to an end to the favorable tax treatment of dividends.

One dividend fan, Edward von der Linde, the manager of the Lord Abbett Mid-Cap Value fund, says companies should pay them as a matter of principle: "Shareholders own the company. The earnings are their cash. Give it back." As for a potential rise in federal dividend taxes, von der Linde asks: "Since when is my tax status the business of management?"



He isn't crazy about share repurchases, arguing that they "give money to people who want to go away. Why not give the money to all shareholders equitably? The only way that the board of directors and management can directly affect shareholders is via the dividend." Von der Linde is frustrated that many companies employ sophisticated software – and production tools like Six Sigma – to run their businesses but have no coherent dividend policy.

WHERE CAN INVESTORS TURN for yield? Among big companies, opportunities are scarce. Only three in the S&P 500 index yield more than 5%. Windstream (WIN) and Citizens Communications (CZN), two rural phone companies, offer over 6%, and Washington Mutual (WM), a big thrift whose significant mortgage exposure lately has worried Wall Street, yields 5.1%. Banks generally are generous with dividends. US Bancorp (USB), Bank of America (BAC) and Citigroup (C) yield 4% or more. In the drug sector, Pfizer (PFE)

is the leader with a 4.2% yield. Marlboro-maker Altria (MO) yields about 4%. Dividends of consumer companies Coca-Cola (KO), PepsiCo (PEP), Procter & Gamble (PG) and Colgate-Palmolive (CL) are in the 2% range.

Coke, PepsiCo, P&G, Altria and Bank of America are among an elite group that have boosted dividends for 25 straight years. Pepsi just lifted its dividend by 25%. Once-ample REIT dividend yields have shrunk with the stocks' multiyear advance; real-estate investment trusts now yield an average of 4% – and those dividends carry no tax benefits.

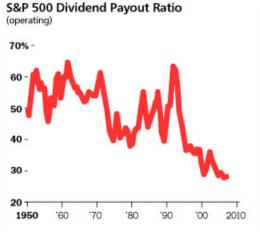
Once a great source of dividends, U.S. energy companies have grown stingy as their profits have soared. Their average payout ratio is less than 20%. Setting the tone for the oil industry is <a href="ExxonMobil">ExxonMobil</a> (XOM), which devotes much of its free cash flow to buybacks while yielding just 1.7%.

Foreign oil giants like <u>BP</u> (BP) and Royal Dutch Shell (RDS-B) are more forthcoming with dividends, now in the 4% range. In fact, European payout ratios generally are higher than those in the U.S. Plump dividends are available from Vodafone Group (VOD), Deutsche Telekom (DT), <u>HSBC</u> (HBC) and British American Tobacco (BTI). All boast yields in the 4% to 5% range.

The waning importance of dividends in the States reflects the rise in

#### **Headed South**

The percentage of earnings that S&P 500 stocks pay out as dividends now stands at half the level reached during the 1980s. Instead, corporations have been pouring money into share buybacks.



|                                    | - Dividend - |                       |  |  |  |
|------------------------------------|--------------|-----------------------|--|--|--|
| S&P 500 Sector                     | Yield        | Payout Ratio*         |  |  |  |
| Telecom                            | 3.2%         | 52%                   |  |  |  |
| Utilities                          | 2.9          | 51                    |  |  |  |
| Financials                         | 2.5          | 33                    |  |  |  |
| Basic Materials                    | 2.3          | 35                    |  |  |  |
| Consumer Staples                   | 2.3          | 42                    |  |  |  |
| Industrials                        | 1.9          | 36                    |  |  |  |
| Health Care                        | 1.6          | 31                    |  |  |  |
| Energy                             | 1.5          | 17                    |  |  |  |
| Consumer Discretionary             | 1.1          | 24                    |  |  |  |
| Technology                         | 0.6          | 15                    |  |  |  |
| S&P 500                            | 1.8          | 30                    |  |  |  |
| *Dividends as percentage of annual | earnings.    | Source: Morgan Stanle |  |  |  |

the past two decades of institutional investors, who tend to see stocks as vehicles for capital gains, not income. Historically, however, dividends have been crucial to investors. Since 1928, stocks have returned 10.4% annually, with 40% of that generated by dividends.

**ONE OF THE DRAWBACKS OF INVESTING THROUGH** mutual funds rather than directly is that fund fees eat into dividend yields. Most stock funds outside the equity-income area yield 1% or less. Dividend-oriented funds like the WisdomTree exchange-traded funds have proven popular, with WisdomTree attracting over \$3 billion in assets in less than a year.

Given the strength of corporate balance sheets and overall profits, there's no reason that companies shouldn't strike a better balance between dividends and buybacks and pay out 40% to 50% of their profits in dividends. Three industry groups -- telecom, utilities, and consumer staples -- already are in that range.

Jim Paulsen, chief investment strategist for Wells Capital Management, notes that in 1960, the S&P price-earnings ratio was comparable to the current P/E of 16, and interest rates were similar to those now. Dividend yields, however, were nearly double current levels. "The kicker is that in the next five years, the Dow rose almost 50%."

Corporations are wedded to big buybacks because executives



believe that repurchases are the best way to lift share prices. And higher prices enrich corporate managers who have lush stock-option packages. Individuals, meanwhile, can benefit from buybacks to the extent that they defer paying capital gains.

With most major stock indexes at or near record levels, there's little pressure on companies to aggressively raise dividends when buybacks seem to be doing the job. It might take a bear market for executives to rediscover dividends; ample payouts tend to put a floor under stock prices. Then again, a sharp selloff might encourage even more aggressive buybacks, given the current corporate mindset.

"Retail buyers in the marketplace are crying for dividends, but the institutional investors on quarterly conference calls are calling for buybacks," says investor Ross Margolies.

Morgan Stanley's McVey acknowledges that buybacks are "running roughshod over dividends." In 2006, repurchases by companies in the S&P 500 hit a record \$494 billion, while net repurchases, after equity issuance were \$371 billion. Dividends totaled \$233 billion. Gross repurchases topped dividends by a more than 2-to-1 ratio.

"Companies used to lead with dividends and then add in buybacks," says S&P's Silverblatt. "Now, it's totally reversed. It's all about buybacks, with some dividends thrown in."

McVey estimates that almost half the S&P 500 bought back shares equal to 2% or more of their market value last year. Corporate managers defend buybacks by arguing that their stocks are cheap and that repurchases are the best use of corporate cash. It's harder to make that argument now, with so many stocks at or near record prices.

There are many examples of companies making large buybacks at high prices with money that should have gone to dividends. The newspaper industry and its leader, Gannett (GCI), are prime examples. So is Dell. Biotech leader Amgen spent over \$9 billion in 2005 and 2006 repurchasing stock at an average price of \$71. The recent share price: 54.

Amgen, Dell, Viacom and Oracle probably should pay dividends. All are mature businesses that generate lots of cash. At Berkshire Hathaway, investors haven't seen a dividend for 40 years. While Berkshire could easily pay an ample dividend, most of its shareholders are happy to see it retain all its earnings and let Warren Buffett deploy them in investments or acquisitions.

Within the financial sector, asset managers and Wall Street firms tend to have meager payouts. It's hard to understand why asset managers don't have bigger dividends, because their businesses require minimal capital. If profits at Goldman Sachs (GS) and its peers are near a cyclical peak, their big buybacks won't look so smart.

Many corporations, particularly those in the tech sector, view paying a dividend

#### **Buybacks Dominate**

While the amount that S&P 500 companies paid out in dividends rose 10% last year, the sum they spent on buybacks jumped by almost 29%.

| S&P 500                 | 2005  | 2006  | 2007E |
|-------------------------|-------|-------|-------|
| Gross Repurchases (bil) | \$351 | \$494 | \$430 |
| Equity Issuance (bil)   | \$110 | 123   | 125   |
| Net Repurchases (bil)   | 241   | 371   | 305   |
| Net Repurchase Yield    | 2.1%  | 2.9%  | 2.2%  |
| Dividends Paid (bil)    | \$202 | \$224 | \$252 |
| Dividend Yield          | 2.1%  | 1.8%  | 1.8%  |
| Total Yield*            | 4.2%  | 4.7%  | 4.0%  |

as an admission that their growth prospects are slowing. However, the best growth companies of the past few decades, General Electric (GE), PepsiCo, Procter & Gamble and Johnson & Johnson (JNJ), have been able to expand their businesses, boost profits and pay sizable dividends.

One reason that corporations prefer buybacks is that they're much easier to curtail or eliminate if business worsens. Investors expect dividends to be maintained, short of financial catastrophe, and companies are loath to cut them. "A dividend is like marriage, while a buyback is living together," says investor Margolies. General Motors (GM), for instance, has maintained a \$1 annual payout despite its financial woes, while Ford (F) reluctantly eliminated its dividend last year.

#### The Great Divide

The banking, telecom and utility sectors remain great redoubts of dividends, while payouts remain scarce in the technology group. Below, notable stocks with some of the highest and lowest yields.

Economically sensitive companies that don't want to commit to a sharply higher regular quarterly dividend can pay a modest quarterly, supplemented by an annual dividend pegged to profits. Paccar (PCAR), the truck maker, has long pursued this approach while Diamond Offshore Drilling (DO), a provider of offshore rigs to the energy industry, began doing so in 2006. Diamond, whose shares trade at 92, has a quarterly payout of 12.5 cents a share. It supplemented that with a \$4 special dividend in early 2007, based on 2006 earnings of \$5 a share. Diamond could pay out \$30 a share in dividends in the coming years if current Street profit projections are accurate and if it continues its high payout strategy.



"I call it libertarian capitalism," says Jim Tisch, the company's CEO. "The shareholder has the ability to decide. If the shareholder is in favor of a share repurchase, he can use the dividend to purchase shares – in which case he would be in essentially the same position as if the company bought in shares." If a shareholder wants cash, he or she can just bank the dividend. Tisch also is CEO of Loews, the New York conglomerate controlled by the Tisch family. Loews owns 50% of Diamond Offshore.

University of Pennsylvania professor Jeremy Siegel notes that special annual dividends were common among cyclical companies in 1950s and 1960s: "General Motors used to do it all the time. It was like a Christmas present to shareholders."

Despite the benefits of dividends, the stock-repurchase habit is tough to break. But in the long run, companies that kick it may do more for their shareholders than any buyback can accomplish.

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| GENEROUS                                  | Recent<br>Price        | Dividend<br>Yield | 2007<br>P/E* | Comment  |
|---|------------------------|-------------------|--------------|--|
| Windstream                                | \$14.66                | 6.8%              | 15.8         | Telecom is highest-yielding stock in S&P 500   |
| Washington Mutual                         | 42.83                  | 5.1               | 11.5         | Has highest yield among big financial firms    |
| Reynolds American                         | 67.02                  | 4.5               | 14.8         | Camel cigarette maker has high payout          |
| U.S. Bancorp                              | 34.58                  | 4.6               | 12.9         | Midwest bank has new fan: Warren Buffett       |
| Consolidated Edison                       | 51.43                  | 4.5               | 16.3         | Dividends never out of style with utilities    |
| Bank of America                           | 51.12                  | 4.4               | 10.5         | Big bank has lifted dividend for 25 years      |
| Altria Group                              | 69.99                  | 3.9               | 16.4         | Tobacco giant is long-time fan of dividends    |
| Citigroup                                 | 54.91                  | 3.9               | 12.3         | Stock has been punk, but dividend is lush      |
| Verizon Comm.                             | 42.74                  | 3.8               | 18.1         | Verizon and rival AT&T pay ample dividends     |
| New York Times                            | 24.96                  | 3.7               | 22.6         | Publisher just made large dividend increase    |
| STINGY                                    |                        |                   |              |  |
| American Intl Group                       | \$72.46                | 0.9%              | 11.2         | Giant insurer remains stingy with dividend     |
| Goldman Sachs                             | 227.11                 | 0.6               | 10.6         | Street firms generally pay low dividends       |
| Franklin Resources                        | 136.88                 | 0.4               | 19.2         | Asset managers also loath to share wealth      |
| UnitedHealth Group                        | 53.80                  | 0.1               | 15.6         | Another low-yielding group: health insurers    |
| Amgen                                     | 54.33                  | 0.0               | 12.9         | Embattled biotech ought to consider dividend   |
| Cisco Systems                             | 26.48                  | 0.0               | 18.6         | Despite talk, tech giant still has no dividend |
| Dell                                      | 25.92                  | 0.0               | 22.0         | Wasted money on buybacks at high prices        |
| Oracle                                    | 18.99                  | 0.0               | 17.9         | Software sector maturing. Why no dividend?     |
| Viacom                                    | 43.00                  | 0.0               | 18.8         | What's up Sumner? Rivals pay dividends         |
| Berkshire Hathaway                        | 109000.00              | 0.0               | 18.7         | Shareholders happy to see Buffett invest cash  |
| *Estimate based on recent stock price and | expected 2007 calendar | r earnings.       |              | Source: Thomson Financial/Baseline             |

